R. J. Reynolds Tobacco Company
DECEMBER '96 DPC PROMOTION

Account: **CONSOLIDATED SIMON DIST. #347392**

Brand Promotion		Winston .30 off 4 carton display	
Display Packing		2 ctns Winston K 2 ctns Winston Box	
Allocation (cs)		2 Winston K(12M) 0 Winston Box(12M)	
EFT $ Amount			
Displays		47	
Date Product Recvd		12/9/96	
Display Assembly		Immediately	
Displays Shipped to Retail - procedures required to receive .08 per ctn Category II payment:	Send a **display and introductory letter** automatically to accounts on attached list beginning 12/9/96	Please cross out any account that refuses promotion and return list to RJR	
You will be credited with the following estimated December monthly Category II payment if all displays are sent to accounts on attached list by December 20, 1996		$2,060.00*	
Packing and shipping payment if packing is completed within 2 weeks		28.00 per 12M case of Live product	

*Must make July-Dec. RJR share of market or Savings share of category goal to collect this $

Note:
① Send 1 display to each account on attached DPC list.
② Voice mail 800-757-8255 mail box #48795 to request payment before sending out displays.

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Source: https://www.industrydocuments.ucsf.edu/docs/mgbp0000

R. J. Reynolds Tobacco Company
DECEMBER '96 DPC PROMOTION

Account: **PINE LESSER #363720**

Brand Promotion		Salem .20 off 4 carton display	

Display Packing		2 ctns Salem K 2 ctns Salem LTs
Allocation (cs)		1 Salem K(12M) 1 Salem LtK(12M)
EFT $ Amount		
Displays		22 P.R.
Date Product Recvd		12/9/96
Display Assembly		Immediately
Displays Shipped to Retail - procedures required to receive .08 per ctn Category II payment:	Send a **display and introductory letter** automatically to accounts on attached list beginning 12/9/96	Please cross out any account that refuses promotion and return list to RJR
You will be credited with the following estimated December monthly Category II payment if all displays are sent to accounts on attached list by December 20, 1996		$1,750.00*
Packing and shipping payment if packing is completed within 2 weeks		28.00 per 12M case of Live product

*Must make July-Dec. RJR share of market or Savings share of category goal to collect this $

Note:
① Send 1 display to each account on attached DPC list.
② Voice mail 800-757-8255 mail box #48795 to request payment before sending out displays.

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Source: https://www.industrydocuments.ucsf.edu/docs/mgbp0000